

Message Text

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TO USDOC WASHDC
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UNCLAS MOSCOW 3977

E.O. 11652: N/A

TAGS: BEXP, UR

SUBJECT: GROVE INTERNATIONAL CORP.

USDOC FOR BEWT/TDAD/PLANAGAN

1. USCO (STEWART) HAS RECEIVED LETTER DATED MARCH 13 FROM JOSEPH A. DEVLIN, SOVIET TRADE DEVELOPMENT SPECIALIST, GROVE INTERNATIONAL CORP., SHADY GROVE, PA., REGARDING HIS PLANS FOR MOSCOW VISIT IN LATTER HALF OF APRIL. DEVLIN WRITES THAT WEST-EAST TRADING CO. AG OF SWITZERLAND, GROVE'S EUROPEAN REPRESENTATIVE, WILL ARRANGE APPOINTMENTS WITH MASHINOIMPORT, OTHER FTOS, SCST AND VNESHTORGBANK. HE ADDS THAT HE LEARNED OF USCO'S FACILITIES FROM PLANAGAN AND IS INTERESTED IN SETTING UP PRODUCT DISPLAY IN OUR EXHIBIT AREA DURING VISIT.

2. PLEASE PASS FOLLWOING TO DEVLIN VIA TELEPHONE:

A. EMBASSY PLEASED TO HEAR HE WILL BE VISITING MOSCOW. WE SUGGEST HE TELEX DATES AS SOON AS THEY ARE FIRM AND CALL OFFICE UPON ARRIVAL.

B. WE WONDER IF WEST-EAST TRADING CO. ALSO ARRANGING APPOINTMENTS WITH END-USER MINISTRIES. AS MENTIONED I STEWART'S LETTER OF MARCH 6 TO GROVE (COPY SENT PLANAGAN), MINISTRY OF TRANSPORT CONSTRUCTION FOR ONE WOULD DEFINITELY BE INTERESTED IN GROVE PRODUCTS. IF DEVLIN PREFERS, USCO WOULD BE PLEASED TO SET UP MEETINGS WITH MINISTRIES, BUT WE WOULD THEN NEED TO KNOW REMAINDER OF HIS SCHEDULE TO AVOID CONFLICTS. TO MAXIMIZE MINISTRIES' RECEPTIVITY, IT
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WOULD BE HELPFUL TO RECEIVE TEN COPIES OF GROVE CATALOG FOR

ENCLOSURE WITH LETTERS REQUESTING APPOINTMENTS.

C. USCO SEMINAR ROOM WOULD BE AVAILABLE APRIL 24-25. WE QUESTION, HOWEVER, WHETHER PRODUCT DISPLAY CONSISTING OF MODELS, POSTERS AND LITERATURE WOULD DRAW MANY SOVIETS IN ABSENCE OF ACCOMPANYING TECHNICAL LECTURES. PLEASE INFORM US IMMEDIATELY IF DATES SHOULD BE RESERVED. (NOTE: IF DEVLIN DOES WISH TO PROCEED, PRESUME TDAD AND TPD CAN ANSWER HIS DETAILED QUESTIONS REGARDING AMOUNT OF SPACE, ETC.).

D. MOSCOW CONSTRUCTION EQUIPMENT EXHIBITION WILL BE HELD IN QUGUST 1976, NOT OCTOBER 1975. FULL TITLE IS "CONSTRUCTION AND ROAD MACHINERY AND MEANS FOR MECHANIZATION OF CONSTRUCTION WORK." WE WILL SEND DETAILS AS THEY BECOME AVAILABLE.

3. WE SOULD APPRECIATE TELEGRAPHIC REPORT OF DEVLIN'S RESPONSE TO ABOVE. WE WOULD ALSO LIKE TO RECEIVE ANY INFORMATION BEWT/TDAD HAS ON WEST-EAST TRADING CO., WHICH HAD HERETOFORE EXCAPED OUR NOTICE. PARTICULARLY HELPFUL WOULD BE NAME, ADDRESS AND PHONE/TELEX NUMBER OF EMPLOYEE HANDLING DEVLIN VISIT.
STOESSEL

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